

FIELD · NOTES

PUBLISHED EVERY MONDAY, BY KING, RICHARDSON & CO.

Fourth Year.

SPRINGFIELD, MASS., AUGUST 1, 1892.

No. 13.

KING, RICHARDSON & CO.,

Business Established 1878.

Home Office and Binderies,

SPRINGFIELD, MASS.

Western Offices:

CINCINNATI,

SACRAMENTO.

Dear publishers;—

This has been the hottest day yet, 103 in the shade, but Wheeler was not in the shade for he came in as usual with his five orders.

I took all my orders to-day where the minister said I had better not stop, as I could not earn my salt and my time would be lost. Nearly every one within a stone's throw of his house too. He said he was an old canvasser but he did not see how it is done.

One man who subscribed said it was the first time he ever signed for a book in his life and there had been two agents there within a week.

Since supper I have been studying over where to get my orders tomorrow. I must have *five* from somewhere *sure*. I believe it is half the battle to *plan* the work and set the mark beforehand.

T. E. Wheeler.

Dear Sirs,—On Monday I called on a Mr. Matthews and wanted to show him the book. Well, he said he would not buy. I told him I just wanted him to see it any way. I went in and he looked it over for an hour and a half, comparing with books in his library, and he has a very fine one. He told me to come again at night. I did and he consumed another hour in tedious hunting for flaws and finally took one in the best binding. He was one of the

best posted men I ever met and yet he could find no flaw of any account. I chatted half an hour longer and then bled me to rest.

Took four Monday and there are two more who may take one, though the time to get them is while there.

H. J. Chambers.

King, Richardson & Co.,
Gentlemen:—

I have been adopting your advice and counsel to work eight hours a day and six days per week, and the results are very satisfactory. Yesterday, I worked from 8:30 A. M. to 9:30 P. M. or 13 good, solid hours, and in this time, took 7 (seven) orders and made over \$10. Not bad for a day's work, is it? Hope to see my name on the roll of honor in the coming number of FIELD NOTES for my work of the week past.

I shall try to do as well or better this coming week.

J. H. Gibson.

Gentlemen;—

My prospectus, owing to constant usage is becoming soiled and dilapidated. I think I'd better have a new one to start in the lower part of the county. 258 orders has caused it to become rather soiled. Please send at once.

C. M. Cartwright.

Newburgh, July 18, 1892
King, Richardson & Co.,
Sirs;—

Have sold 13 copies since Friday noon. Sold 7 B's to-day. Every night I plan for the next day. Will report in full Saturday.

Mrs. C. W. Van Buren,

ROLL OF HONOR.

WEEK ENDING JULY 23.

Clark E. Brown

M. J. Kinsella	43
C. M. Cartwright	41
C. A. Balch	40
Francis Jackson	40
Irvin Moore	40
C. L. Vroman	40
J. H. Price	39
C. E. Gregory	37
Florence Darling	33
F. E. Van De Veer	33
B. F. prudden	32
E. R. Payne	32
John Donaldson	30
Reuben Burcham	29
Geo. W. Mc Coy	29
C. M. Zepp,	29
Harvey Barens	28
E. A. Marshall	28
L. E. Porter	28
Henry J. Fuller	27
A. B. Leavitt	27
W. R. Brown	26
George Graves	26
C. W. Jones	26
Chas. Prior	26
H. F. Staples	26
W. J. Battenfield	25
Geo. Billings	25
Reed B. Brown	25
J. H. Gibson	25
W. C. Runyan	25
Harry Butler	24
C. A. Parker	23
A. H. Blanchard	22
John L. Burcham	22
Fred M. Martin	22
J. W. Annas	21
G. F. Dodge	21
S. D. Lewis	21
E. I. Osgood	21
T. A. Penney	21
G. A. Warburton	21
W. S. Wilcox	21
A. R. Bruce	20
B. B. Hammond	20

44

E. R. James	20
E. G. Livingston	20
R. S. Mighill	20
L. A. Morron	20
E. R. Reynolds	20
Chas. E. Somers	20
T. E. Wheeler	20

I am in fort to-night after putting in six days, and have 43 orders scored. That is one better than I ever did before. I am now getting down to fighting trim and expect to make some dollars in the next five weeks.

Thanking my stars that I am so fortunate as to be in the employ of so prosperous a firm.

I am yours for friendship, dollars and cents.

M. J. Kinsella.

I will say to those working in the towns that more depends upon visiting people at the right time than one would think. Try to visit people when they are not busy, when they have no visitors and when no one is around to bother. Keep on the "still hunt" as was advised in FIELD NOTES.

H. E. Thompson.

I came to my work here to day. I was told that my territory was only three miles from the Delaware; what was my chagrin to find it seventeen or over, and no way of getting there. Happily I had my bicycle. A seventeen mile ride in the hot sun, over dusty roads, in a dress suit, is not an every day treat. I made seventeen miles in two and a half hours, including several stops. I began work immediately, secured a recommendation the first thing. I worked four hours, made six calls, got four names. I have to-morrow's work mapped out and know most of the families in town. I sold two copies without moving out of my tracks and in about fifteen minutes.

David H Gibbs.

GRAND PRIZE OFFER!

OPEN TO ALL.

SPRINGFIELD, MASS, Aug. 1, 1892.

Dear Agents;—

The splendid prize offer we now make you will be a genuine surprise to everybody. Heretofore the great incentive you have had held out to you, for honest, faithful steady work has been *Cash*—\$15, \$25, \$35 and even \$50 and \$60 per week as many of you have experienced. In addition to the cash we now propose to give you an opportunity to carry away, at the close of your engagement with us, a valuable present which we trust will always be a pleasant memento of your struggles and triumphs during the summer of 1892 while working under the banner of K. R. & Co. We are going to give you all an elegant gold watch, or a beautifully bound copy of "Websters New International Dictionary" but you must win it.

We are not unmindful of the fact that when we send out one of these costly gifts it will prove a big advertisement for our firm, and we are willing to pay hard dollars for that kind of advertising; at the same time we want you to have a definite object to work for during the month of August, an object which will help you to resist the wiles of the adversary who is always tempting an agent to squander time. "Dost thou love life, then do not squander time for that is the stuff life is made of."

We have two classes of agents. Those who by attending strictly to business are good for from 30 to 60 orders a week, these will work for the gold watch. Another class consists of those working in same way who can muster from 12 to 20 orders a week. These will average 15 a week during the next 5 weeks and carry off the Dictionary. Let everyone resolve to make the last half of the summer the most profitable. Let everyone work for a prize.

FIRST CLASS PRIZE, AN ELEGANT SOLID GOLD WATCH.

Waltham or Elgin movement, full jewelled, brequet hair spring, patent regulator, interchangeable, adjusted to heat and cold and will be presented to all those who sell 150 or more copies between Aug. 1 st, and Sept. 3, 1892, inclusive.

SECOND CLASS PRIZE, WEBSTER'S NEW INTERNATIONAL DICTIONARY.

Recognized the world over as the standard authority on the English Language. Bound in Sheep Price \$10. Will be presented to all who sell 75 copies and less than 150 copies between Aug. 1, and Sept. 3, 1892 inclusive.

King, Richardson & Co.

FRED M. MARTIN.

The following verse shows how Fred felt after taking his first 22 orders.

How pleasant is Saturday night,
When I tried all the week to be good;
I've not said a thing that was bad,
And sold all the books that I could.

Messrs. King, Richardson & Co.,
Gentlemen;—

I have had experience as a clerk in a leading dry goods house in New York, also as a school teacher; and my experience, thus far in canvassing has been far more pleasant. The work is somewhat more arduous but is more enjoyable, and considered from the proper standpoint—financially—commends itself to all young men who are willing to work. All that is necessary is pluck and perseverance. "Continual dropping wears away a stone."

Yours respectfully,
Thomas L. James.

I am treated like a gentleman, and have been treated better since I started out than I supposed it possible for any one to be treated, who is travelling around and meets with all classes of people. I have taken 79 orders and have spent only 75 cents cash for board. I often sell books by making a reduction for dinner or a night's lodging, when I could not otherwise sell to them.

C. W. Jones.

P. S.—Mr. Jones took 26 orders last week.

Our book is a seller as you will see by my first week's report for this year. It is just what the people want and need. I work carefully, earnestly, and systematically. In doing this, one cannot fail. It is awfully hot but anyone is willing to stop and rest a few minutes to look at my excellent work I am introducing.

Yours for continuing work and success,
Clark E. Brown.

P. S. Mr. Brown sold 44 books last week out of 60 calls.

The "roll" this week is quite interesting. It will be noticed that several came in at the close "neck and neck." Kinsella whose interesting letter is printed elsewhere is only one notch below and Cartwright's name as usual is dangerously near the top.

The features of Charles E. Brown who heads the list this week have recently appeared in these columns. Brown is known as a *rustler* whether he is hiring or training or taking orders. He not only has the *theory* of canvassing but he has the back bone and pluck to *demonstrate* the same.

It pleases me to watch the interest of the people grow. They may at first cast only a careless glance at the work and settle back in their chair as though they had resigned themselves to be bored, but as the description advances and one common sense, sound, point after another is brought out they rouse up; begin to agree with you, cite instances of their own and then wind up with an order. (So much for earnestness.) I attribute most of my success to earnestness for I *really feel* that we have the *finest work* on one of the most *important subjects* in the world and I just make them feel that they *cannot exist* without it.

As to following other agents, I rather like it, our methods are so different that the contrast sells; one instance will show how it works: The other day before I visited a certain Mr. Burnett, he had become very much angered at a saucy agent. I heard of the case the night before, found out all the man's peculiarities, gave the case a careful study, called the next day, opened a conversation, favored all his pet theories, and especially "courtesy to old people," which gave him a good opening and in just 28 minutes after I opened my "masked batteries" he surrendered by ordering a C. and I left him in the friendliest mood imaginable.

Your tired sweating agent,
E. A. Marshall.